

## Message Text

UNCLASSIFIED

PAGE 01 MADRID 02240 251600Z  
ACTION EB-08

INFO OCT-01 EUR-12 ISO-00 COME-00 /021 W  
-----260608Z 104210 /14

R 251406Z MAR 77  
FM AMEMBASSY MADRID  
TO SECSTATE WASHDC 9496  
INFO AMCONSUL BARCELONA  
AMCONSUL BILBAO  
AMCONSUL SEVILLA

UNCLAS MADRID 2240

E.O. 11652: N/A  
TAGS: BEXP SP  
SUBJECT: PRELIMINARY INPUTS FOR FY 79 COUNTRY COMMERCIAL PROGRAM  
(CCP)

REF: STATE 44899; MADRID A-14 OF FEBRUARY 8, 1977

1. AS THE DEPARTMENT IS AWARE IT IS DIFFICULT TO BE VERY  
PRECISE ABOUT CCP CONTENT BEFORE COMPLETION OF THE "BEST  
PROSPECTS" EXERCISE. THIS DIFFICULTY IS COMPOUNDED THIS  
YEAR IN SPAIN BY THE FACT THAT A NEW GOVERNMENT WILL BE  
ELECTED IN THE COMING MONTHS AND ITS ECONOMIC POLICIES  
MAY MAKE SOME OF ASSUMPTIONS OBSOLETE. WITH THESE  
CAVEATS WE PROPOSE THE FOLLOWING AS OUR PRELIMINARY THINK-  
ING FOR FY 1979.

2. CAMPAIGN ACTIVITY AT ABOUT THE SAME LEVEL AS IN A-14  
WITH SOME CHANGE IN PRIORITIES PROBABLE AND THE POSSIBLE  
REPLACEMENT OF EITHER "PROCESS CONTROL INSTRUMENTATION"  
OR "ELECTRONIC INDUSTRY PRODUCTION AND TEST EQUIPMENT"  
WITH "BUSINESS EQUIPMENT." DESPITE THE PROMOTIONAL  
EMPHASIS TO BE ACCORDED METAL WORKING AND FINISHING  
EQUIPMENT, THE CONTINUING LOW LEVEL OF INVESTMENT  
IN THE SPANISH METAL INDUSTRIES AND OUR RECENT  
UNCLASSIFIED

UNCLASSIFIED

PAGE 02 MADRID 02240 251600Z

EXPERIENCE WITH PROMOTIONS OF THIS LINE INDICATE THAT  
THIS IS NOT A PROMISING PRODUCT GROUPING FOR SPAIN OVER  
THE SHORT RUN.

3. OTHER SPECIAL POST EFFORTS (SECTION IV): AGAIN,  
SAME LISTING IN ORDER OF PRIORITY AS PRESENTED IN OUR  
A-14, ALL OF THESE ACTIVITIES ARE SOUND AND, WE ARE

CONVINCED AT THIS TIME, SHOULD BE CONTINUED DURING FY  
79.

4. THE FOREGOING RECOMMENDATIONS HAVE BEEN ADVANCED  
BASED UPON THE PRESENT STAFFING LEVELS IN THE MISSION.  
THE AUTHORIZED LOCAL COMMERCIAL EMPLOYEE FOR AMCONSUL  
BILBAO, ONCE ON BOARD, WILL OF COURSE AUGMENT MISSION  
PROMOTIONAL EFFORTS IN THAT INDUSTRIALLY IMPORTANT  
AREA OF SPAIN. EATON

UNCLASSIFIED

NNN

## Message Attributes

**Automatic Decaptoning:** X  
**Capture Date:** 01-Jan-1994 12:00:00 am  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Sent Date:** 25-Mar-1977 12:00:00 am  
**Decapton Date:** 01-Jan-1960 12:00:00 am  
**Decapton Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01-Jan-1960 12:00:00 am  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1977MADRID02240  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Expiration:**  
**Film Number:** D770104-0205  
**Format:** TEL  
**From:** MADRID  
**Handling Restrictions:** n/a  
**Image Path:**  
**ISecure:** 1  
**Legacy Key:** link1977/newtext/t19770322/aaaaasxq.tel  
**Line Count:** 71  
**Litigation Code IDs:**  
**Litigation Codes:**  
**Litigation History:**  
**Locator:** TEXT ON-LINE, ON MICROFILM  
**Message ID:** ae3dd0b1-c288-dd11-92da-001cc4696bcc  
**Office:** ACTION EB  
**Original Classification:** UNCLASSIFIED  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 2  
**Previous Channel Indicators:** n/a  
**Previous Classification:** n/a  
**Previous Handling Restrictions:** n/a  
**Reference:** 77 STATE 44899, 77 MADRID A-14  
**Retention:** 0  
**Review Action:** RELEASED, APPROVED  
**Review Content Flags:**  
**Review Date:** 01-Oct-2004 12:00:00 am  
**Review Event:**  
**Review Exemptions:** n/a  
**Review Media Identifier:**  
**Review Release Date:** n/a  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**SAS ID:** 2998364  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** PRELIMINARY INPUTS FOR FY 79 COUNTRY COMMERCIAL PROGRAM (CCP)  
**TAGS:** BEXP, SP  
**To:** STATE  
**Type:** TE  
**vdkgvgwkey:** odbc://SAS/SAS.dbo.SAS\_Docs/ae3dd0b1-c288-dd11-92da-001cc4696bcc  
**Review Markings:**  
Margaret P. Grafeld  
Declassified/Released  
US Department of State  
EO Systematic Review  
22 May 2009  
**Markings:** Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 22 May 2009